CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B) 1707 Osage St, Ste 103 Alexandria, VA 22302

	Contract / Re	vision	-	Alt Order #							
	1800036	/		08768711	•						
<u></u>	10000,00	/		00100111							
Product	•										
LUTHER STRANGE SENA	T										
Contract Dates	Estimate #										
09/19/17 - 09/26/17	813										
Advertiser			Or	iginal Date	/ Revision						
POL/Strange, Luther/R/Sc	enator/AL		C	9/11/17	/ 09/11/17						
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade						
	EOM/EOC	Broado	ast		Cash						
	Property	perty Account E			Sales Office						
	WSFA	Ryan E	ddi	ns	HRP-Washingto						
	Special Hand	ling									
	Demographic										
	Adults 35+										
	Agy Code	Advertise		Code	Product 1/2						
	9913865	62			78						
	Agency Ref	A		Advertiser	r Ref						

Snota/

				Start/End		Spots/				
*Line Ch Start [Date End Da	ite Descriptio	n	Time	Days	Length Week	Rate	Type S	pots	Amount
1 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 WSFA 12 N <u>Weekdays</u> 1	News at Ten - MF <u>Spots/Week</u> 1	10-1035pm <u>Rate</u> \$275.00		:30		NM	0	\$0.00
Spot Ch Dat 1 WSFA 09/ Credited	te Range /18/17-09/24/	Description 17 WSFA 12	<u>1</u> News at Ten - MF	Start/End Time 10-1035pm	Weekday		<u>Rate</u> \$275.00	<u>Type</u> <i>NM</i>		
2 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 NBC Today <u>Weekdays</u> 1	Show 3 Spots/Week 1	10-11am <u>Rate</u> \$50.00		:30		NM	1	\$50.00
3 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 ALABAMA <u>Weekdays</u> 1	LIVE @ 11A Spots/Week 1	11-1130Am <u>Rate</u> \$30.00		:30		NM	1	\$30.00
4 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 ALABAMA <u>Weekdays</u> 1	LIVE @ 1130AM Spots/Week 1	1130A-12P <u>Rate</u> \$30.00		:30	•	NM	1	\$30.00
5 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 WSFA 12 N <u>Weekdays</u> 1	lews at Noon <u>Spots/Week</u> 1	12-1230pm <u>Rate</u> \$100.00		:30		NM	1	\$100.00
6 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 JUDGE JUI <u>Weekdays</u> 1	DY 1ST RUN <u>Spots/Week</u> 1	330-4p <u>Rate</u> \$60.00		:30		NM	1	\$60.00
7 WSFA 09/22/ <u>Start Date</u> Week: 09/18/17	17 09/22/1 End Date 09/24/17	7 WSFA 12 N Weekdays 1	NEWS AT 4PM Spots/Week 1	M-F 4-430P <u>Rate</u> \$60.00		:30	•	NM	1	\$60.00
8 WSFA 09/22/ [/] <u>Start Date</u> Week: 09/18/17	17 09/22/11 End Date 09/24/17	7 Today in Al <u>Weekdays</u> 1	abama 530a <u>Spots/Week</u> 1	528am-6am <u>Rate</u> \$100.00		:30		NM	1	\$100.00
9 WSFA 09/22/ ⁻ <u>Start Date</u> Week: 09/18/17	17 09/22/17 End Date 09/24/17	7 WSFA 12 N <u>Weekdays</u> 1	lews at Six - MF <u>Spots/Week</u> 1	6-630pm <u>Rate</u> \$350.00		:30	•	NM	1	\$350.00

Start/End

(* Line Transactions: N = New, E = Edited, D = Deleted)

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| Contract / Revision | Alt Order # | 1800036 / 08768711

 Contract Dates
 Product
 Estimate #

 09/19/17 - 09/26/17
 LUTHER STRANGE SEI813

 Advertiser
 Original Date / Revision

 POL/Strange, Luther/R/Se
 09/11/17 / 09/11/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	TypeS	Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate			<u> </u>	
10 WSFA 09/22/17 09/22/17 Today In Alabama	6a-7a	:30	NM	1	\$175.00
Start Date End Date Weekdays Spots/Week	Rate	.00		•	\$170.00
Week: 09/18/17 09/24/171 1	\$175.00				
11 WSFA 09/22/17 09/22/17 NBC Today Show	7-9am	:30	NM	1	\$115.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		i		
Week: 09/18/17 09/24/171 1	\$115.00				
12 WSFA 09/25/17 09/25/17 WSFA 12 News at Ten - MF	10-1035pm	:30	NM	1	\$275.00
Start Date End Date Weekdays Spots/Week	Rate		1		
Week: 09/25/17 10/01/17 1 1	\$275.00	*			
13 WSFA 09/25/17 09/25/17 NBC Today Show 3	10-11am	:30	NM	1	\$50.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 09/25/17 10/01/17 1 1	\$50.00			•	
14 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM	1	\$30.00
Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 1 1	Rate				
	\$30.00				
15 WSFA 09/25/17 09/25/17 ALABAMA LIVE @ 1130AM		:30	NM	1	\$30.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	Rate		1		
	\$30.00				
16 WSFA 09/25/17 09/25/17 WSFA 12 News at Noon	12-1230pm	. :30	NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$100.00		I		
17 WSFA 09/25/17 09/25/17 JUDGE JUDY 1ST RUN	330-4p	:30	NM	1	\$60.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$60.00		l		
	***************************************	.00			675.00
18 WSFA 09/25/17 09/25/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week	M-F 430-5P	:30	NM	1	\$75.00
Week: 09/25/17 10/01/17 1 1	<u>Rate</u> \$75.00		1		
19 WSFA 09/25/17 09/25/17 Today in Alabama 530a		.20	- NINA	4	6400.00
Start Date End Date Weekdays Spots/Week	528am-6am Rate	:30	NM	1	\$100.00
Week: 09/25/17 10/01/17 1 1	\$100.00				
20 WSFA 09/25/17 09/25/17 WSFA 12 News at Six - MF		:30	NM	1	\$350.00
Start Date End Date Weekdays Spots/Week	Rate	.50	INIVI	'	\$330.00
Week: 09/25/17 10/01/17 1 1	\$350.00	•			
21 WSFA 09/25/17 09/25/17 Today In Alabama	6a-7a	:30	NM	1	\$175.00
Start Date End Date Weekdays Spots/Week	Rate		,	•	V
Week: 09/25/17 10/01/17 1 1	\$175.00		I		
22 WSFA 09/25/17 09/25/17 ENTERTAINMENT TONIGH	17630-7p	:30	NM	1	\$215.00
Start Date End Date Weekdays Spots/Week	Rate				•
Week: 09/25/17 10/01/17 1 1	\$215.00				
23 WSFA 09/25/17 09/25/17 NBC Today Show	7-9am	:30	NM	1	\$115.00
Start Date	<u>Rate</u>	•	l		
Week: 09/25/17 10/01/17 1 1	\$115.00				
24 WSFA 09/25/17 09/25/17 NBC Today 2	9-10am	:30	NM	1	\$50.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		- 1		
Week: 09/25/17 10/01/17 1 1	\$50.00				
25 WSFA 09/23/17 09/23/17 NBC Saturday Today Show	6-8am	:30	NM	1	\$45.00

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Contract / Revision Alt Order# 1800036 08768711

Contract Dates 2roduct Estimate # 09/19/17 - 09/26/17 LUTHER STRANGE SE 813

Original Date / Revision <u>Advertiser</u> 09/11/17 / 09/11/17 POL/Strange, Luther/R/Sc

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate	Type Spot	S	Amount
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171- 1	<u>Rate</u> \$45.00					
26 WSFA 09/24/17 09/24/17 Late News Start Date End Date Weekdays Spots/Week	1030p-11p Rate	:30	•	NM	1	\$150.00
Week: 09/18/17 09/24/171 1 27 WSFA 09/24/17 09/24/17 NET NBC Sunday Today Sł	\$150.00	:30	,	NM	1	\$45.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 1 1	Rate \$45.00				•	¥ 10.00
28 WSFA 09/24/17 09/24/17 NET NBC Meet The Press Start Date	8-9a <u>Rate</u> \$45.00	:30		NM	1	\$45.00
29 WSFA 09/24/17 09/24/17 WSFA News Sunday AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	9-930a <u>Rate</u> \$20.00	:30		NM	1	\$20.00
N 30 WSFA 09/21/17 09/21/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1		:30		NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - M Credited	Start/End Time	Weekdays Length :30	<u>Rate</u> \$275.00	<u>Type</u> <i>NM</i>		
N 31 WSFA 09/21/17 09/21/17 NBC Today Show 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	10-11am <u>Rate</u> \$50.00	:30		NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 NBC Today Show 3 Credited	Start/End Time 10-11am	Weekdays Length :30	<u>Rate</u> \$50.00	<u>Type</u> NM		
32 WSFA 09/21/17 09/21/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	1035-1137pm <u>Rate</u> \$115.00	:30	•	NM	1	\$115.00
N 33 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$30.00	:30		NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 11A Credited	Start/End Time 11-1130Am	Weekdays Length :30	<u>Rate</u> \$30.00	<u>Type</u> <i>NM</i>		
34 WSFA 09/21/17 09/21/17 ALABAMA LIVE @ 1130AN Start Date	1130A-12P <u>Rate</u> \$30.00	:30	•	NM	1	\$30.00
35 WSFA 09/21/17 09/21/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	12-1230pm <u>Rate</u> \$100.00	:30		NM	1	\$100.00
36 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	330-4p <u>Rate</u> \$60.00	:30	-	NM	1	\$60.00
37 WSFA 09/21/17 09/21/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	330-4p <u>Rate</u> \$60.00	:30		NM	1	\$60.00

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| Contract / Revision | Alt Order # | 1800036 / 08768711

 Contract Dates
 Product
 Estimate #

 09/19/17 - 09/26/17
 LUTHER STRANGE SE 813

| <u>Advertiser</u> | <u>Original Date / Revision</u> | POL/Strange, Luther/R/St | 09/11/17 / 09/11/17

*Line Ch Start Date End Date Description	Start/End Time	Spots Days Length Weel		Type S	pots	Amount
Start Date End Date Weekdays Spots/Week	Rate			— ' †		
38 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30		NM	1	\$60.00
Start Date End Date Weekdays Spots/Week	Rate	.00		1111	,	Ψ00.00
Week: 09/18/17 09/24/171 1	\$60.00			ŀ		
39 WSFA 09/21/17 09/21/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30		NM	1	\$75.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		•	1		
Week: 09/18/17 09/24/171 1	\$75.00					
40 WSFA 09/21/17 09/21/17 Today in Alabama 530a	528am-6am	:30		NM	1	\$100.00
Start Date End Date Weekdays Spots/Week	Rate			1		
Week: 09/18/17 09/24/171 1	\$100.00					
41 WSFA 09/21/17 09/21/17 WSFA 12 News at Six - MF		:30		NM	1	\$350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	<u>Rate</u> \$350.00					
		,20		NM	4	¢175.00
42 WSFA 09/21/17 09/21/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a Rate	:30		IVIVI	1	\$175.00
Week: 09/18/17 09/24/171 1	\$175.00					
N 43 WSFA 09/21/17 09/21/17 NBC Today 2	9-10am	:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate				-	*
Week: 09/18/17 09/24/171 1	\$50.00					
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	<u>Type</u>		
1 WSFA 09/18/17-09/24/17 NBC Today 2	9-10am	Th :30	\$ 50.00	NM		
Credited						
44 WSFA 09/19/17 09/19/17 WSFA 12 News at Ten - MF		:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	<u>Rate</u> \$275.00			1		
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Type		
1 WSFA 09/18/17-09/24/17 WSFA 12 News at Ten - Mi		-Tu: :30	\$ 275.00	NM		
Credited			*=- 4.44			
N 45 WSFA 09/19/17 09/26/17 NBC Today Show 3	10-11am	:30		NM	1	\$50.00
Start Date End Date Weekdays Spots/Week	Rate		•	ŀ		
Week: 09/18/17 09/24/17 -1 1	\$50.00		_			
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	<u>Type</u>		
1 WSFA 09/18/17-09/24/17 NBC Today Show 3 Credited	10-11am	-Tu :30	\$50.00	NM		
Week: 09/25/17 10/01/17 -1 1	\$50.00					
46 WSFA 09/19/17 09/19/17 Tonight Show		-20		NIM	4	¢115.00
Start Date End Date Weekdays Spots/Week	1035-1137pm Rate	:30		NM	1	\$115.00
Week: 09/18/17 09/24/17 -1 1	\$115.00		•			
N 47 WSFA 09/19/17 09/26/17 ALABAMA LIVE @ 11A	11-1130Am	:30		NM	1	\$30.00
Start Date End Date Weekdays Spots/Week						******
Week: 09/18/17 09/24/17 -1 1	\$30.00			1		
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	<u>Type</u>		
1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 11A	11-1130Am	-Tu :30	\$30.00	NM		
Credited Week: 09/25/17 10/01/17 -1 1	\$30.00					
		.00	····		,	600.00
N 48 WSFA 09/19/17 09/26/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	Rate	:30	•	NM	1	\$30.00
Week: 09/18/17 09/24/17 -1 1	\$30.00			- 1		

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1800036 08768711 **Contract Dates** Product Estimate # 09/19/17 - 09/26/17 LUTHER STRANGE SE 813

Original Date / Revision Advertiser 09/11/17 / 09/11/17 POL/Strange, Luther/R/St

Contract / Revision

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	* Rate Typ	e Spots	Amount
Start Date End Date Weekdays Spots/Week Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 ALABAMA LIVE @ 1130AN	<u>Rate</u> <u>Start/End Time</u> M 1130A-12P	Weekdays Length -Tu:30	<u>Rate Type</u> \$30.00 NA		
Credited Week: 09/25/17 10/01/17 -1 1	\$30.00				
49 WSFA 09/19/17 09/19/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	12-1230pm <u>Rate</u> \$100.00	:30	, NN	1	\$100.00
50 WSFA 09/19/17 09/19/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	330-4p <u>Rate</u> \$60.00	:30	NN	1	\$60.00
51 WSFA 09/19/17 09/19/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1	M-F 4-430P <u>Rate</u> \$60.00	:30	NN	1	\$60.00
52 WSFA 09/19/17 09/19/17 WSFA 12 News at Five Start Date	5-530pm <u>Rate</u> \$185.00	:30	, NN	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Five Credited	Start/End Time 5-530pm	Weekdays Length -Tu: :30	<u>Rate</u> <u>Type</u> \$185.00 NM	-	
53 WSFA 09/19/17 09/26/17 Today in Alabama 530a Start Date	528am-6am <u>Rate</u> \$100.00 \$100.00	:30		2	\$200.00
54 WSFA 09/19/17 09/19/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1		:30	NN	1	\$350.00
55 WSFA 09/19/17 09/26/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17 -1 1 Week: 09/25/17 10/01/17 -1 1	6a-7a <u>Rate</u> \$175.00 \$175.00	:30	NN	2	\$350.00
56 WSFA 09/19/17 09/26/17 NBC Today Show Start Date	7-9am <u>Rate</u> \$115.00 \$115.00	:30	, NN	2	\$230.00
N 57 WSFA 09/19/17 09/19/17 NBC Today 2 Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17 -1 1	9-10am <u>Rate</u> \$50.00	:30	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 NBC Today 2 Credited	Start/End Time 9-10am	Weekdays Length -Tu::30	<u>Rate</u> <u>Type</u> ↑\$ 50.00 NN		
58 WSFA 09/20/17 09/20/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$30.00	:30	NIV	1	\$30.00
59 WSFA 09/20/17 09/20/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	12-1230pm <u>Rate</u> \$100.00	:30	NN	1	\$100.00

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broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

 Contract Dates
 Product
 Estimate #

 09/19/17 - 09/26/17
 LUTHER STRANGE SE 813

 Advertiser
 Original Date / Revision

 POL/Strange, Luther/R/St
 09/11/17 / 09/11/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Ra	te Type Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate			
N 60 WSFA 09/20/17 09/20/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/171 1	5-530pm <u>Rate</u> \$185.00	:30	NM 0	\$0.00
Spot Ch Date Range Description 1 WSFA 09/18/17-09/24/17 WSFA 12 News at Five Credited	Start/End Time 5-530pm	<u>Weekdays</u> <u>Length</u> <u>Ra</u> w :30 \$185.		
61 WSFA 09/20/17 09/20/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	528am-6am <u>Rate</u> \$100.00	:30	NM 1	\$100.00
62 WSFA 09/20/17 09/20/17 WSFA 12 News at Six - MF Start Date	6-630pm <u>Rate</u> \$350.00	:30	NM 1	\$350.00
63 WSFA 09/20/17 09/20/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	6a-7a <u>Rate</u> \$175.00	:30	NM 1	\$175.00
64 WSFA 09/20/17 09/20/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/171 1	7-9am <u>Rate</u> \$115.00	:30 .	NM 1	\$115.00
D 65 WSFA 09/19/17 09/22/17 WSFA 12 News at Five	5-530pm	:30	NM 0	\$0.00
D 66 WSFA 09/25/17 09/26/17 WSFA 12 News at Five	5-530pm	:30	NM 0	\$0.00
D 67 WSFA 09/19/17 09/22/17 WSFA 12 News at Ten - MF	10-1035pm	:30	NM 0	\$0.00
D 68 WSFA 09/25/17 09/26/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM 0	\$0.00
69 WSFA 09/23/17 09/23/17 WSFA 12 News at Six-Sat Start Date	Sa 6-7pm <u>Rate</u> \$80.00	:30	NM 1	\$80.00
70 WSFA 09/24/17 09/24/17 NFL Football Nite/America Start Date End Date Weekdays Spots/Week Week: 09/18/17 09/24/17S 1	Various <u>Rate</u> \$150.00	:30	NM 1	\$150.00
71 WSFA 09/24/17 09/24/17 NFL Football <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/18/17 09/24/17S 1	Sun 730p-1030p <u>Rate</u> \$500.00	:30	NM 1	\$500.00
N 72 WSFA 09/26/17 09/26/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 09/25/17 10/01/17 -T 1	6-630pm <u>Rate</u> \$350.00	:30	NM 1	\$350.00
N 73 WSFA 09/26/17 09/26/17 WSFA 12 News at Five Start Date	5-530pm <u>Rate</u> \$280.00	:30	NM 1	\$280.00
N 74 WSFA 09/26/17 09/26/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 -T 1	7-9am <u>Rate</u> \$115.00	:30	NM 1	\$115.00
N 75 WSFA 09/26/17 09/26/17 NET Early Today ON <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/25/17 10/01/17 -T 1	4-430x <u>Rate</u> \$5.00	:30	NM 1	\$5.00
		Totals	65	\$8,050.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

	Contract / Revision 1800036 /	Alt Order # 08768711	******
Contract Dates	Product	Estimate #	
09/19/17 - 09/26/17	LUTHER STRANGE S	SE 813	

Advertiser	Original Date / Revision	_
POL/Strange, Luther/R/St	09/11/17 / 09/11/17	

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 -09/24/17	42	\$5,175.00	(\$776.25)	\$4,398.75
09/25/17 -09/26/17	23	\$2,875.00	(\$431.25)	\$2,443.75
Totals	65	\$8,050.00	(\$1,207.50)	\$6,842.50

Signature:	Date:	
•		

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\text{LEP HEADLINE# 8768711 TRF# 1800036} \text{:\$\$ MOD# 1: APPROVED REV #0 \$\$\$

SEP11/17 10.02 *** WSFA-TV *** REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM STATION : **CHANGES** **

OFF.# SALESMAN #	DANETTE SEGROVES	WA- RYAN EDDINS (H)		L. LOCAL REGIONAL			DATE SEP11/17 10.02					\$275.	00.00% & 830.00	\$50.0	\$50.0	430.0	850.03	\$185.	\$350.	\$280.	\$115	S 45.00	F: THENKS, DENIC	CONTRACT TOTAL \$8,050.00 TOTAL SPOTS 70	
REP.#	BUYER NAME	SALES PRSN	- The state of the	CLASS: NATL	ORDER, INVOICE)		ING NEEDED					EP21 30	SEFZ1 SEFZ1 308	EP21 30	30	西で で い い い	EP19 30	EP20 30	EP26 30	EP26 30	EP26 30	SEFZO	. Frence Confine Asa		
ADV. NAME POLI/L STRANGE/R/SEN/AL	AGY. NAME PINPOINT MEDIA	1707 OSAGE STREET SUITE 103	ALEXANDRIA, VA 22302	CONTRACT # 8768711	STRANGE SENAT EST#813 COMMENTS: (LINE,	P19/17 SEP26/17 WK-2	STATE TAX CO-OP BILLII		IS IS A CASH IN ADVANCE SCHEDULE ****	IC INVOICING: 'A - IDB# 1886. CES - IDB# 9915283.	ſr.	30 MISSED: THU/1000P-1	140/100A- 33 THU/1100A-	THU/900A-10	15 TUE/1000A-1	4 / TOP	TUE/900A-10	60 WED/500P-53	0P-63	TUE/500P-53	00A-90	TOE/400A-43	. OVERNOODE DI BOR WAS ALL	0 OCT/17 \$2,125.00	
ADV #	AGY #			ORDER #	PRDCT LUTHER ST	FLIGHT DATES SEP	CITY TAX	TA:	ON CM **** THI	ELECTRONIC SPOT DATA TV INVOICES	BUYS TO PRI TION MAKEGO		BUY:	BUX	BUY	,#XO0	#ADE	BUY			•			EP/17 \$5,925.00	

CCURATE SHARES

WIYC 08

WBMM 0%

CABL 0%

WCOV 98

WAKA 28% EAKA 0%

WNCF 78 ESFA 08

WSFA 56%

ARKET TOTALS \$49,388

VC- NSI EMOS- RA35+*

(EP HEADLINE# 8768711 TRF# 1800036 (S\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

SEP11/17 11.10 *** WSFA-TV *** FAX# 703-516-9680 FROM REP RISK !!! REPORT F CREDIT AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

11.10 # DATE SEP11/17 SALESMAN REGIONAL (H) DANETTE SEGROVES RYAN EDDINS LOCAL OFF.# WA-CLASS: NATL. BUYER NAME SALES PRSN REP.# ORDER, INVOICE) CO-OP BILLING NEEDED (LINE, 103 1707 OSAGE STREET SUITE STRANGE/R/SEN/AL COMMENTS: 22302 8768711 ΛX PINPOINT MEDIA WK-2 # ALEXANDRIA, CONTRACT LUTHER STRANGE SENAT EST#813 SEP26/17 POLI/L STATE TAX NAME NAME DATES SEP19/17 AGY. ADV. CITY TAX # FLIGHT ORDER PRDCT # AGY ADV

RYAN REVISED ORDER M2 OKD AS LINES 72-75 THANKS JASMINE FOR TTL SAME, \$8,050 PLS CONFM EP:

TA:

CASH IN ADVANCE SCHEDULE ď IS SIHL **** ON CM

- IDB# 1886. - IDB# 9915283 INVOICING: SPOT DATA TV INVOICES ELECTRONIC

: TOTL:	:SPTS:		
DAYS			
			•
WEEK	TANI		
END :SPTS: WEEK	DATE : /WK: INVT		
END	DATE		
START	DATE	8	•
	••	= 813	
RATE		AGENCY EST# =	•
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LGTH : SEC		3 = 62	= 78
••	••	CODE	
TIME PERIOD		AGENCY ADVERTISER C	AGENCY PRODUCT CODE
:CD:		GENCY	GENCY.
	#田口	4	Ą
LINE#: REP	: LINE		•

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THU

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9/21

9/21

\$275.00

30

1000P-1035P

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10P 10P ATA NEWS WSFA 12 WSFA 12 PROGRAM : CON COM1:

SEP11/17 11.10 *** WSFA-TV *** REP: TEL# 703-528-9387

CREDIT ADVISORY: AGENCY CREDIT RISK!!!

ORDER WORKSHEET

CHANGES **

EP HEADLINE# 8768711 TRF# 1800036 \$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

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WEEKINVT			>		_					•				
SPTS: ./wK:	П	DENICE	1	DENICE	ц	DENICE	Н	DENICE	0		0		0	
END DATE	9/56	THANKS,	9/26	THANKS,	9/26	THANKS,	9/26	THANKS,	9/21	•	9/21		9/21	
START	/26	ASAP!	9/26	ASAP!	9/26	ASAP!	9/26	ASAP!	9/21	•	9/21		9/21	
,, ,,	Ø	CONFIRM SPOT/WK SPOT/WK SPOT/WK SPOT/WK SPOT/WK SPOT/WK SPOT/WK	D	CONFIRM	on .	CONFIRM	on on	CONFIRM	o o		o o		on .	
RATE	\$350.00	PLEASE 30 FOR 1 33 FOR 1 43 FOR 1 45 FOR 1 47 FOR 1 47 FOR 1 48 FOR 1 57 FOR 1	\$280.00	PLEASE	\$115.00	PLEASE	\$5.00	PLEASE	\$50.00	•	\$30.00		\$50.00	
: LGTH : SEC :	30	NEWS LUR W/O 9/18. SEP21 ON LINE- SEP21 ON LINE- SEP21 ON LINE- SEP19 ON LINE-	30	NEWS LUR W/O 9/18.	30	UR W/O 9/18. UP OF LINES 7	30	TODAY LUR W/O 9/18. E UP OF LINES 7	30	UR 4 .	30		30	UR 3 UR 3
TIME PERIOD	600P-630P	WSFA M-F 6P NI OVERSOLD AT LI MAKE-GOOD FOR	500P-530P	WSFA M-F 5P NI OVERSOLD AT LI MAKEGOOD MADE	700A-900A	TODAY SHOW OVERSOLD AT. LUR MAKEGOOD MADE UP	400A-430A	NBC EARL; Y TO OVERSOLD AT LI MAKEGOOD MADE	1000A-1100A	TODAY SHOW HOUR TODAY SHOW HOUR	1100A-1130A	ALABAMA LIVE ALABAMA LIVE	900A-1000A	TODAY SHOW HOUR TODAY SHOW HOUR
E#:REP :CD: :LINE#: :	72 A (PROGRAM ORD COM1 THIS IS A	73 A E	PROGRAM : ORD COM1: PART OF A	74 A	PROGRAM : ORD COM1: PART OF A	75 A.	PROGRAM : ORD COM1: PART OF A	31 8	PROGRAM : CON COM1:	8 8 8	PROGRAM : CON COM1:	43	PROGRAM : CON COM1:
LINE#														

\text{EP HEADLINE# 8768711 TRF# 1800036} \text{:\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
HARRIS REPORT FROM REP
CHANGES *** WSFA-TV ***

TOTL: SPTS:	0	Н		0	Н		0	П		0		0	
DAYS :													(SEP11/17) . PLS ADVISE
	TUE	TUE		TUE	TUE		TUE	TUE		TUE		WED	(S PL DENICE
WEEK INVT													275.00 300.00 500.00 500.00 300.00 300.00 1100.00 1115.00 500
SPTS: : /WK:	0	1		0	щ		0	н		0		0	
END: DATE	9/19	9/26		9/19	9/26		9/19	9/26		9/19		9/20	CONFIRM AS
: START : DATE	9/19	9/26		9/19	9/26		9/19	9/56		9/19		9/20	SEP21 SEP21 SEP21 SEP21 SEP19 SEP19 SEP26 SEP26 SEP26 SEP26 SEP26
RATE	\$50.00	\$50.00		\$30.00	\$30.00		\$30.00	\$30.00		\$50.00		\$185.00	W/O 9/18.
: LGTH : SEC :	30	30	JR 4 JR 4	30	30		30	30		30	JR 3 JR 3	30	AT 5P AT 5P THU/1000P-1035P THU/1100A-1130A THU/900A-1100A TUE/1100A-1100A TUE/1100A-1100A TUE/1100A-1100A TUE/1100A-1100A TUE/1100A-1100A TUE/1100A-1100A TUE/1100A-1100A TUE/1100A-1200N TUE/1100A-1200N TUE/600P-530P TUE/600P-530P TUE/600P-530P TUE/600P-530P TUE/600P-530P TUE/600P-530P TUE/600P-530P
TIME PERIOD	1000A-1100A	1000A-1100A	TODAY SHOW HOUR TODAY SHOW HOUR	1100A-1130A	1100A-1130A	ALABAMA LIVE ALABAMA LIVE	1130A-1200N	1130A-1200N	ALABAMA LIVE ALABAMA LIVE	900A-1000A	TODAY SHOW HOUR TODAY SHOW HOUR	500P-530P	WSFA 12 NEWS WSFA 12 NEWS FFERS: MISSED: 31 43 45 47 60 OFFER: 64 CMT:
LINE#:REP :CD: :LINE#: :	45 ES 1	45 ES 1	PROGRAM : CON COM1:	47 ES 1	47 ES 1	PROGRAM : CON COM1:	48 ES 1	48 ES 1	PROGRAM : CON COM1:	57 8 9	PROGRAM : CON COM1:	s 09	PROGRAM: CON COM1: CON COM1: DOY# BUY# BUY# BUY# BUY# BUY# BUY# BUY# BU

\text{EP HEADLINE# 8768711 TRF# 1800036 | S\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

SEP11/17 11.10 FAX# 703-516-9680 REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET
+ARRIS REPORT FROM REP
CHANGES

: TOTL:	SPTS:	\$8,050.00	65
DAYS		\$8,	
: END :SPTS: WEEK :	: DATE : /WK: INVT :	CONTRACT TOTAL	TOTAL SPOTS
\T	r.1		
START	DATE		
	••		
RATE			
LGTH : SEC :	••	\$2,875.00	
 Q	••	\$2,	
TIME PERIOD		OCT/17	
:CD:		5,175.00	
REP	:LINE#:	S S	
LINE#:	••	EP/17	

WIYC 08 WBMM 0% CABL 0% WCOV 9% WAKA 28% EAKA 0% WNCF 78 ESFA 08 WSFA 56% IARKET TOTALS \$49,388 CCURATE SHARES

Y-DAYS Z-COMMENTS *-MULTIPLE N-PROGRAM NAME M-MAKEGOOD L-LENGTH X-LATE S-SPOTS PER WEEK T-TIME DE-DELETE E-EFF DATES C-CANCELLED Q-PAID PGM R-RATE B-BUY TYPE -CLASS, PLAN, SECT OD CODE A-ADD

EMOS- RA35+* VC- NSI

\text{REP HEADLINE# 8768711 TRF# 1800036} \text{:\$\$ MOD# 1: APPROVED REV #1 \$\$\$

SEP11/17 11.32 ** WSFA-TV *** *** WSFA-TV 703-516-9680 RISK !!! REPORT FROM STATION FAX# CREDIT HARRIS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET

32 11 DATE SEP11/17 SALESMAN REGIONAL (H) EDDINS SEGROVES LOCAL RYAN DANETTE OFF.# WA-CLASS: NATL. BUYER NAME PRSN SALES REP.# INVOICE) BILLING NEEDED ORDER, 103 (LINE, SUITE STRANGE/R/SEN/AL CO-OP COMMENTS: 22302 # 8768711 1707 OSAGE STREET VA PINPOINT MEDIA WK-2 ALEXANDRIA, CONTRACT SENAT EST#813 SEP26/17 POLI/L STATE TAX NAME NAME LUTHER STRANGE DATES SEP19/17 ADV. AGY. CITY TAX # FLIGHT ORDER PRDCT # # ADV AGY

RYAN M2 OKD AS LINES 72-75 TTL SAME, \$8,050 THANKS JASMINE FOR REVISED ORDER PLS CONFM EP:

TA:

CASH IN ADVANCE SCHEDULE Ø H S SIHL **** S ZO:

IDB# 1886. IDB# 9915283 INVOICING: 1 1 TV INVOICES ELECTRONIC SPOT DATA

CONTRACT SCHEDULED FOR GENERATION CHANGES OF THIS ORDER HAVE BEEN APPROVED. OTICE:

MAKE	TION MAKEGOOD OFFERS	:8:				
OK'D	BUY#30	MISSED: THU/1000P-1035P	SEP21	308	\$275.00	(SEP11/17)
	BUY#31	THU/1000A-1100A	SEP21	308	\$50.00	
	BUY#33	THU/1100A-1130A	SEP21	308	\$30.00	
	BUY#43	THU/900A-1000A	SEP21	308	\$50.00	
	BUY#45	TUE/1000A-1100A	SEP19	308	\$50.00	
	BUY#47	TUE/1100A-1130A	EP1	308	\$30.00	
	BUY#48	. TUE/1130A-1200N	SEP19	.308	\$30.00	
	BUY#57	TUE/900A-1000A	SEP19	308	\$50.00	
	BUY#60	WED/500P-530P	SEP20	308	\$185.00	
		OFFER: TUE/600P-630P	SEP26	308	\$350.00	PLS ADVISE.
		& TUE/500P-530P	SEP26	308	\$280.00	
		& TUE/700A-900A	SEP26	308	\$115.00	
		& TUE/400A-430A	SEP26	308	\$5.00	
		CMT:OVERSOLD AT LUR W/O 9/18.		CONFIRM ASAP	THANKS,	DENICE

\text{EP HEADLINE# 8768711 TRF# 1800036 | S\$ MOD# 1: APPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM STATION SEP11/17 11.32

\$8,050.00 65 CONTRACT TOTAL TOTAL